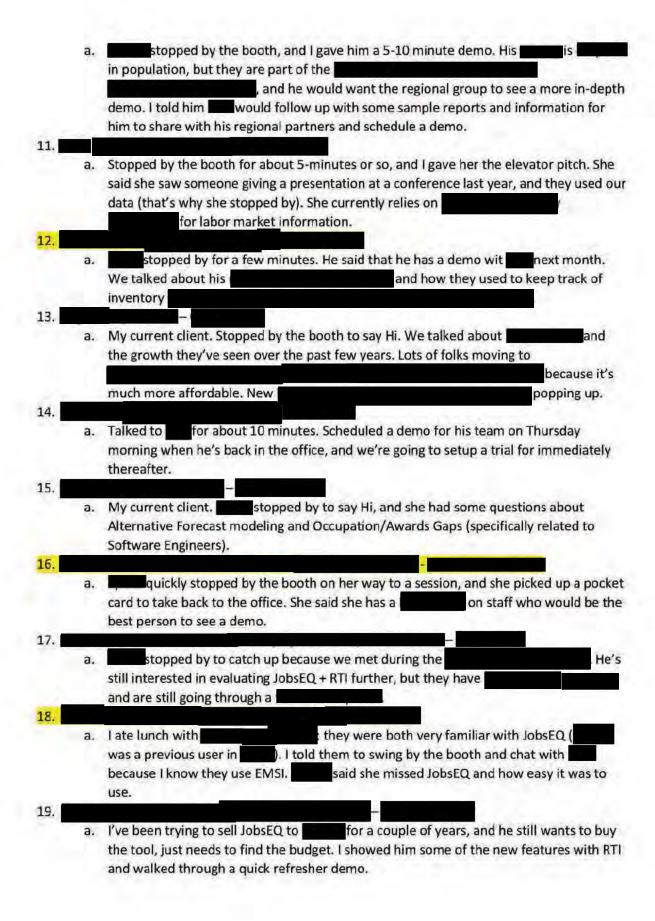
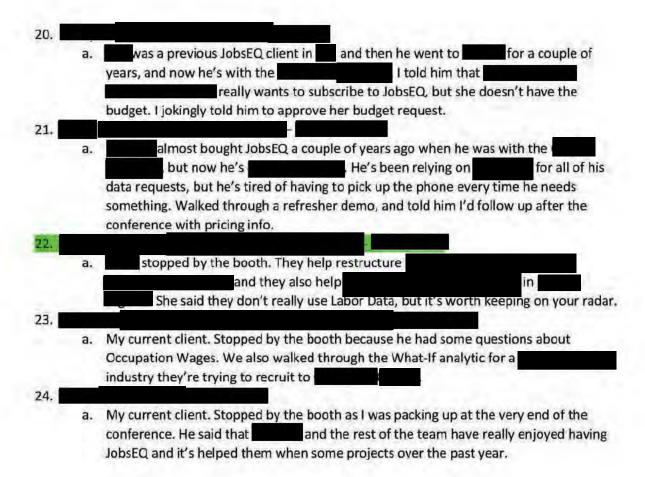
# Exhibit 34 Conference Notes REDACTED

## IEDC Leadership Summit 2019

1.		
ľ	a.	said they mainly focus on existing business, and she has a researcher on staff who has a few tools at her disposal. She'd be willing to put me in touch with her team for a demo.
2.		deno,
	a.	I caught up with for a while, he said that he's hired two execs on contract and then from have moved over onto his staff. He's also hired an admin assistant, and they're going to hold off on hiring anyone else until June/July. Lots going on, but they're just getting up and running and putting a plan today.
5.	a.	I helped download his presentation onto a thumb drive. He asked me to give him
. 1	d.	the elevator pitch, and he seemed interested. He also showed me a video of at vital around the store and check inventory on the shelves.
4, 1	a.	My current clients. Stopped by first just to say Hi, and then came by later. They were just asking about new features that are supposed to be released in JobsEQ later this year.
5.		
	a.	stopped by to ask what's been added in JobsEQ since he last used the tool. He doesn't have any projects at this exact moment that would be a good fit for JobsEQ data, but he's going to reach back out to mext time he needs the tool.
ь.	a.	Current clients, and he's the main user at the said they would be open to revisiting JobsEQ before their next EMSI renewal.
7.		
	a.	My current client. Just stopped by the booth to say hello, since we had never met face to face before. I asked how everything is going with JobsEQ, but he didn't have any constructive feedback – he really likes the tool and has been a user for a long time.
8.		
	a.	I've been trying to get for 3 years  and he has been hard to get ahold of recently leading to get ahold of the get
		and he can revisit JobsEQ in more detail now. Walked him through a refresher demo. He's also going to be
9.	a.	My current client. They just came on board at the end of last year, and he's really loved having JobsEQ so far. Some of his staff this month, but he wants to get more comfortable with using the tool himself. I told him we can schedule a time for him to meet with
10.		

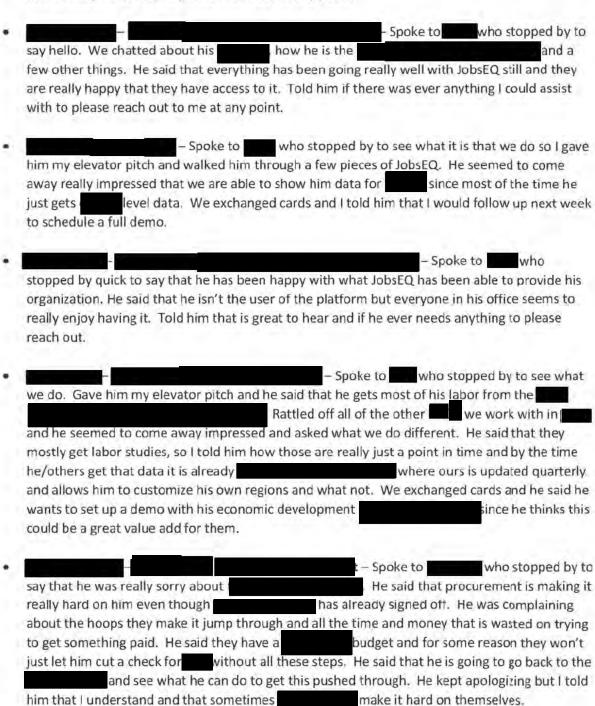


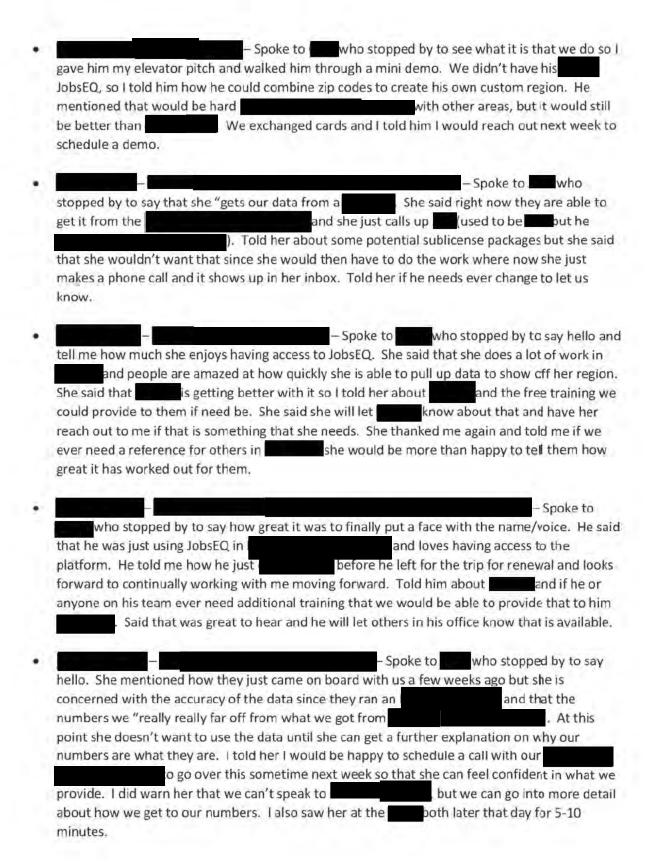


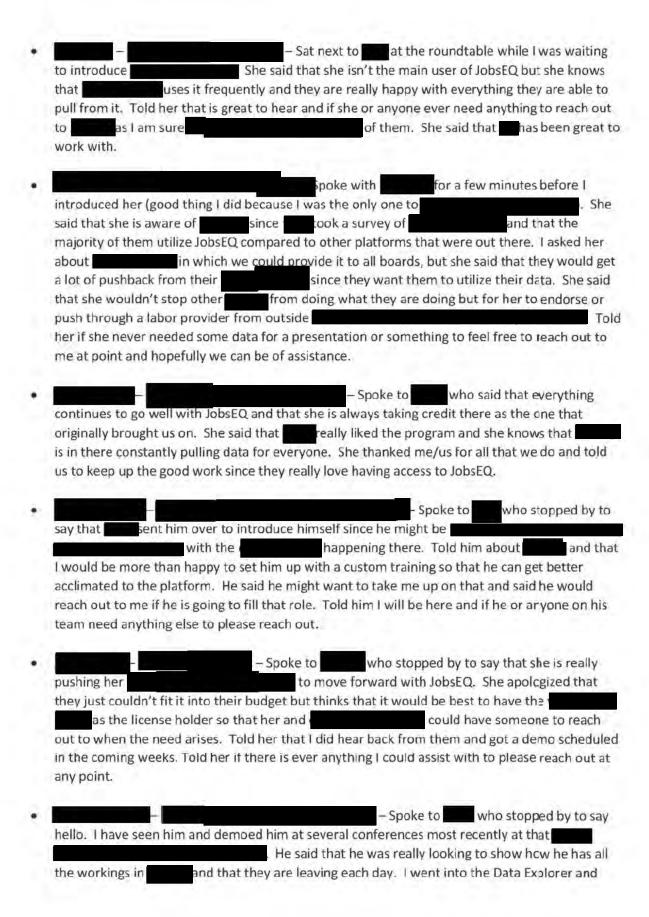
# **IEDC** Leadership Summit

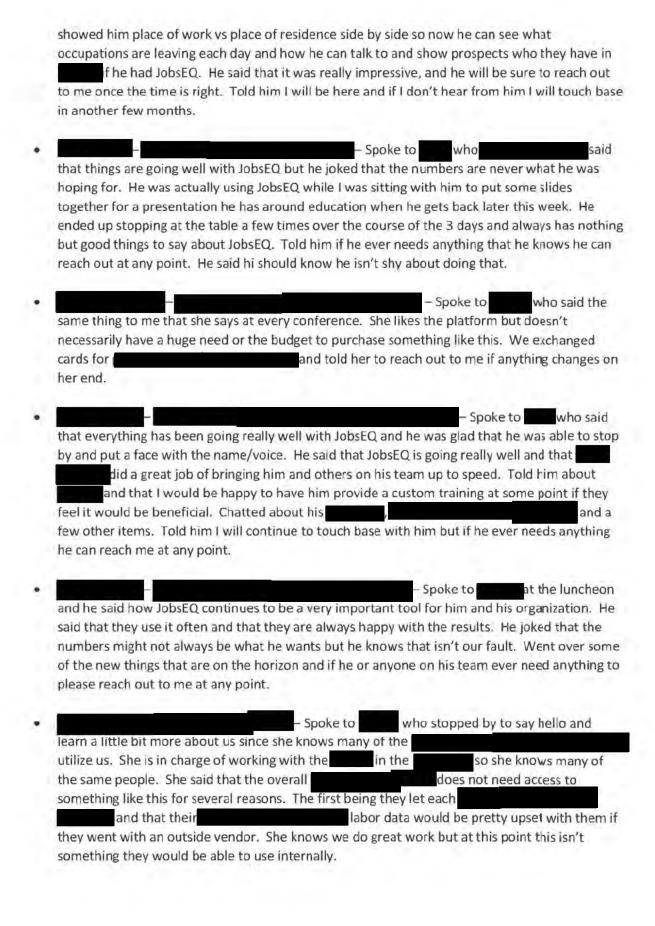
•	<ul> <li>Spoke with who stopped by to say hello</li> </ul>
	since I have been in contact with him for the years. He is currently with
	open to a demo as I told him how we have continually added new
	client roster including where the where the
	next Tuesday but then he came back and needed to move it to the
	accept the invite.
	- spoke to who stopped by to say
	hello as he has been a client of ours for more than years. He told me how at the
	is really looking at EMSI hard over the that they offer. He said that their
	main job at the
	is to really sell the talent that they have in the area and from what he has
	heard from the they are really impressed with what EMSI is able to do around that. From the
	way was talking it sounds like he thinks they are going to go with EMSI but he would still
	want to keep his JobsEQ license. Told him I am still trying to get with
	speak with him I will be sure to follow back up with him.
	stopped by to say hello and that she is
	really happy with JobsEQ at this point. She said that they have used it on several projects and
	they always get really good feedback. Told her that was great to hear and let her know about
	for additional training if anyone on her team would like that. We chatted about her
	her and a few other things. Told her if she ever needs anything to please
	reach out to me at any point.
	stopped by to say hello since we speak
	quarterly to see if he has any projects they could utilize JobsEQ for. He said that he doesn't have
	anything in the works now but once something comes up he will reach out as he really enjoyed
	his previous experience with it. We chatted about a few things including him saying that it
	should be this week. Wished him luck getting home and told him to
	please reach out if he has any projects we could assist with.
	- Spoke to who is actually here as
	an She had a booth up for the
	that she is in charge of. She told him how great JobsEQ has been with her and her
	She said that the said that has really enjoyed using it and she has gotten a lot
	of praise for bringing it to their attention. Told her that was great to hear and that I will be
	attending the so she was happy to hear that. Let her know if there is anything
	we could ever assist with to please reach out.
	— Spoke to who stopped by
	to say hello and that he has really enjoyed using JobsEO thus far. I was telling him about

since it seems like he could benefit from some additional training. He said that he might want to take me up on that, but his main issue is that since he isn't in there every day that has a hard time remembering where he pulled his last report from. Told him about the live chat and he said that he has used that, and they have been really great about getting back to him really quickly. Told him that is good to hear and if he ever wants some additional training of if I could assist in any other way to please reach out at any point.

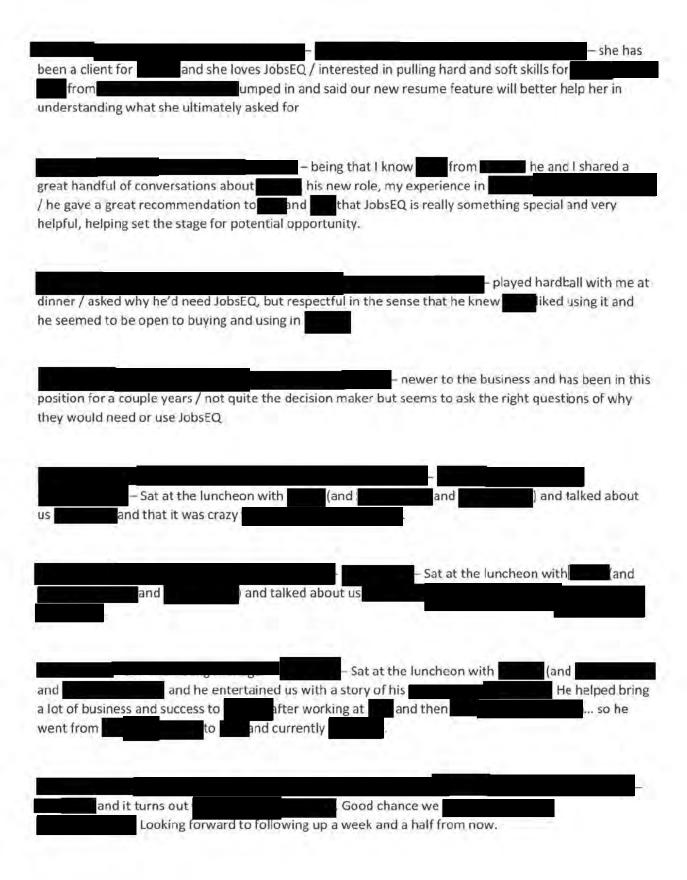








	- Spoke to who stopped by to
	say that he gets our data from the
	He mentioned that he thought the wages for was really high so I told him that
	could be because the occupation wages are at a level so we would really be looking at
	the wages for all of That being said I told him that if he can send me what he
	used or what they recommended he use I can get with our Data Governance team to provide
	him some feedback. We exchanged cards and I told him I would reach out next week and he
	aske that it be the end of next week since he has his board meeting early next week.
	<ul> <li>Spoke to who stopped by to say hello. He was a client of</li> </ul>
	but took a new job with
	. I asked about bring JobsEQ on board and he said that he
	really doesn't have the need there except for maybe 3-5 times a year and for that amount of
	usage he will just call up at the said that they only deal with
	and it rarely needs to prove they have the labor since they have some of the most
	in the country. We chatted about a bunch of things from
	Told him if anything ever changes to please reach out to me at
	any point



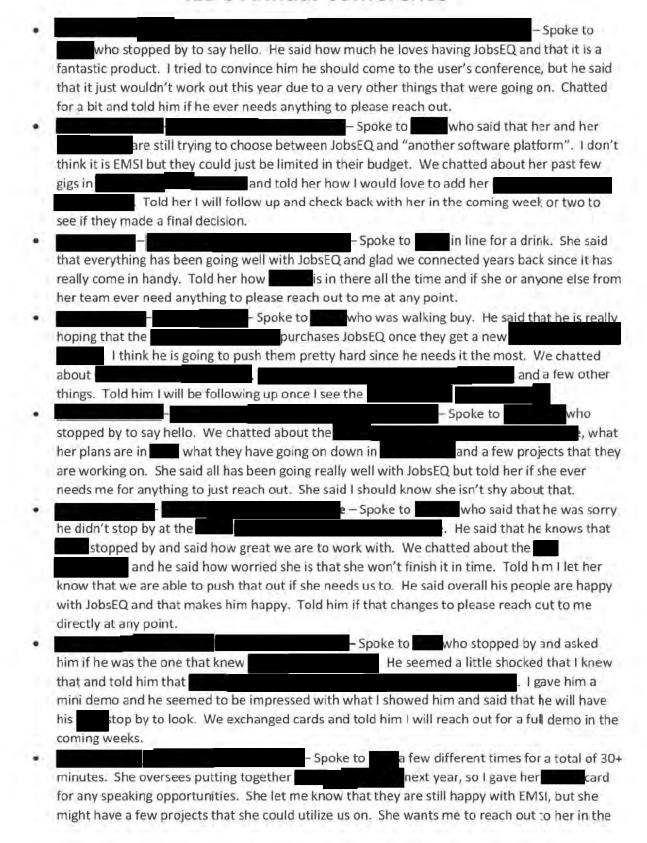
- said he was in the process of working with and he said he's interested / may need more info / waiting for the budget to allow it. Reach out soon but he might want to sign on in about 6 months.

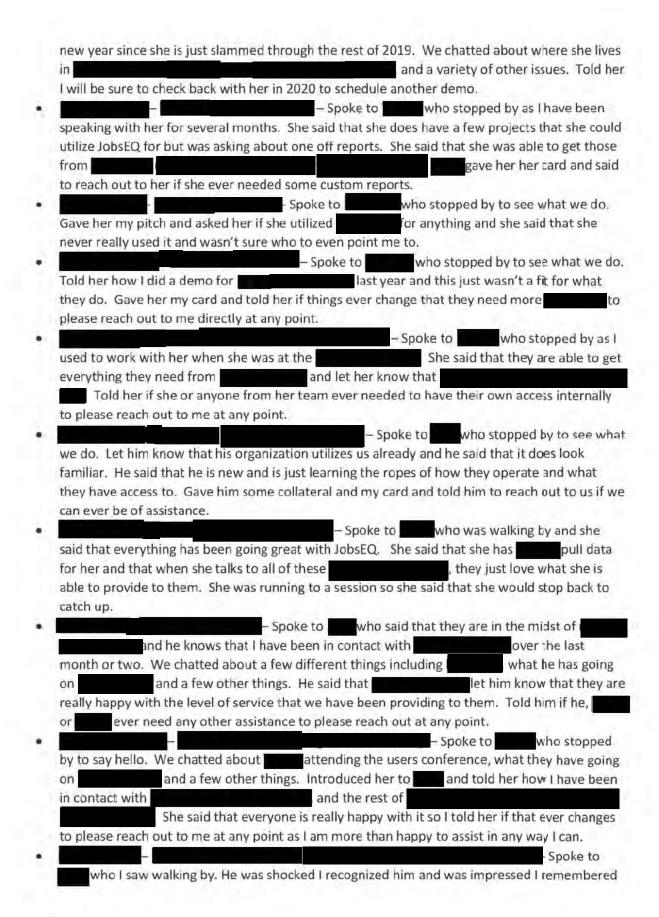
### IEDC Notes

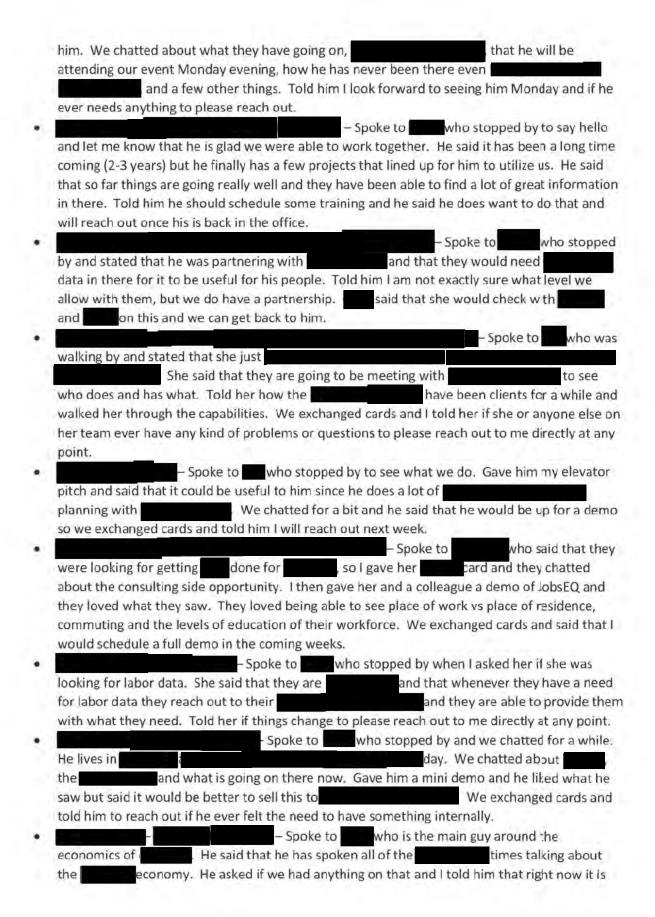
	provides him with all the labor data he needs. I asked if it was the and he said that it was. He knows and the other people I work with Asked him if he would want to have access to his own platform internally but he said he probably wouldn't need it. I told him I would have reach out by email in the coming days/weeks to see if he would be open to a demo.	
	- Spoke to who said that he doesn't use labor data but others at his organization do. We exchanged cards and I told him someone would reach out towards the end of this week or early next to have him connect us with the appropriate people.	
•	She talked to me about the work she is doing and I told her I would have reach out to her later this week to get something scheduled.	
	Current client of mine who stopped by to say hello. He told me that gave him the thumbs up to move forward with for the additional so he said we should probably get that taken care of this week once we are back in the office. He asked what is so I ran him through that. He found it to be interesting except the price is really outside of his budget for something like that. Told him I would still like to walk him through it at some point so he said to reach out later in the week to get something scheduled. He said other than that he really loves JobsEQ and thinks it is a great resource.	
	- Spoke to who asked if I was the one emailing her a bunch of times this year. Told her it wasn't me but probably a colleague of mine. She said that they do a large number of which don't require such data and when they have projects that do require this type of data it is usually for the who in turn are able to provide them the data that they need. Pushed hard for her to have something internally but she said that it just isn't something she would utilize often enough to justify the cost. I didn't mention that we are already in talks with someone at	
•	— Spoke to who said that he gets all of his data needs from the and he said that he does and she is able to get him anything he needs with a quick turnaround. Told him how we are currently working with and he said to keep up the good work since he asks and she is always able to provide it to them quickly. Told him if he ever feels the need to have a platform internally to please reach out to me at any point.	

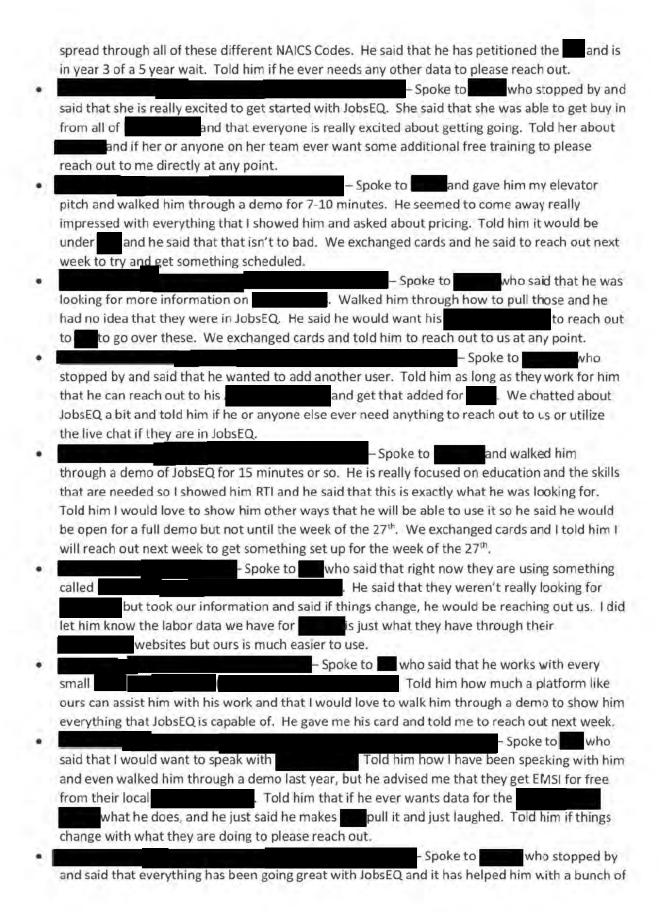
	-Spoke to who stopped by to say hello.
	She told me that everything has been going really well with JobsEQ and she doesn't have any
	kind of problems or questions. We chatted about her
	night before and
	about a few other things and told her to please give me a call or shoot me an email if she ever needs anything.
	- Spoke to who stopped by to sa
	hello and thanked me again for taking part in the
	We talked about that conference for a while and she made a comment about how the booths a
	this conference are Told her that this was one
	anywhere else. Asked her how things are
	going with JobsEQ and she said as good as ever. Told her to reach out to me directly if that ever changes.
	- Spoke to who asked if she could put her
	my table while she was speaking so I told her that wouldn't be a problem. She said that
	she/they do use labor data and she provided me two different cards and asked that I reach out
	to her next week once she gets back in the office.

### **IEDC Annual Conference**

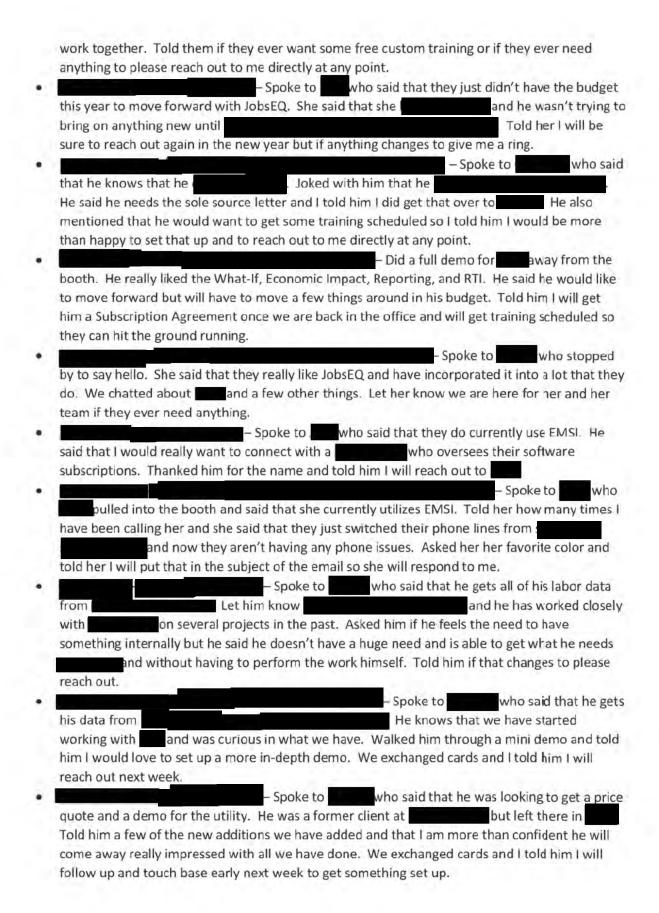


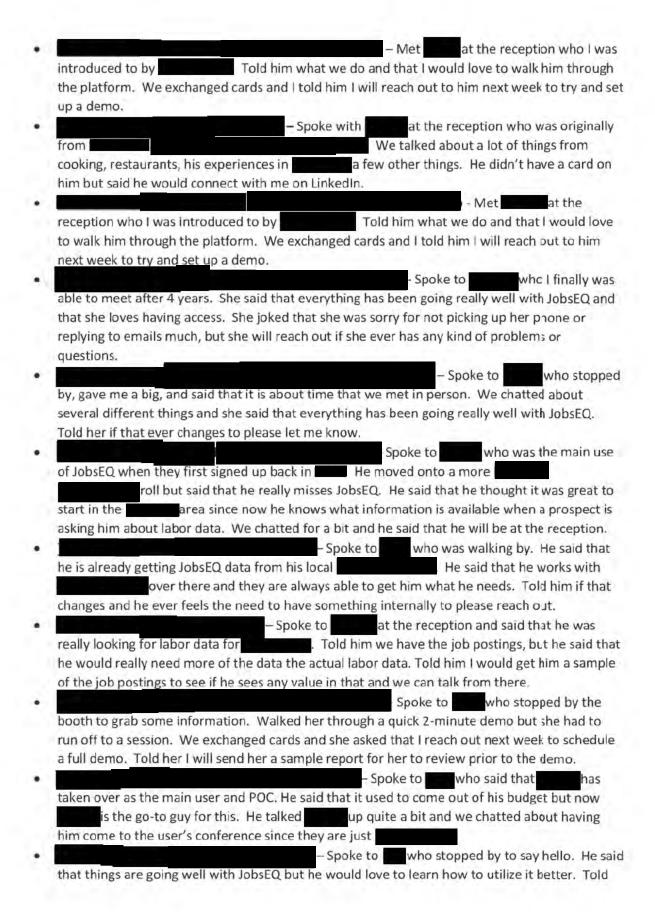


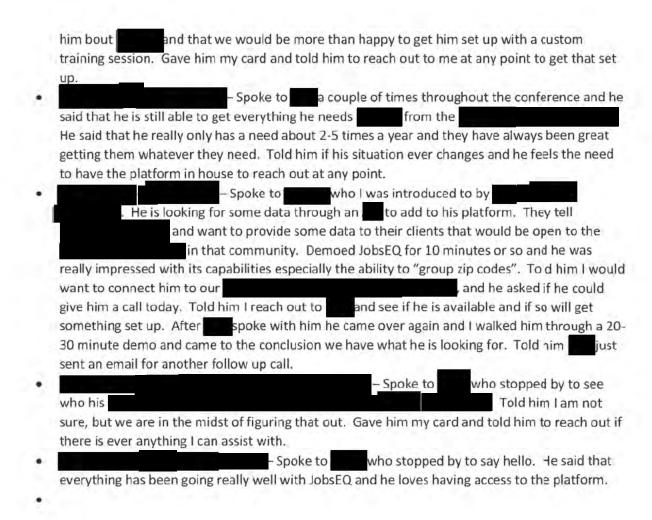




	projects. He said that he was just using it the other day and loved all the new improvements we have made. We chatted about his and
	various other things. Asked him about the user conference and he said he just can't make it this
	year but told him we are hopefully for next year and it would be great to have him.
•	
	Spoke to who used to be a client of ours back at
	what has been going on in his world. He said he still doesn't have a huge need for JobsEQ but if that changes he will reach out.
	- Spoke to after I sent him an email
	about coming to our event today. He said that he will be there, and he is also going to make
	sure that gets their own JobsEQ license. Asked about the user's conference and
	he said that they so he just isn't able to do it
	this year. Told him it might be in the second hext year and said he will make a note to see if he
	can swing it. Told him I look forward to seeing him tonight and to reach out if he ever needs anything.
	<ul> <li>Spoke to who stopped by with a few people from</li> </ul>
	We both know and chatted about what he is doing now. said that he
	just started He said he will eventually need
	data but it probably won't be able to happen until some revenues start rolling in. Asked the
	best time to follow up for a demo and he said to reach out the beginning of November and he
	will be in a better position to see what's out there.
	- Spoke to who said that his company takes data and tries to tell
	He knows and does a lot with them. I gave him a 10
	minute demo and he came away really impressed with its capabilities and the amount of data
	that he is able to get his hands on. We exchanged cards and he said that he would love to
ц.	schedule a full demo and to include from
•	by and asked him how things are going with JobsEQ. He said that his team loves it and if they
	love it he loves it. Told him to hello and if they ever need anything to
	please reach out to me directly.
	- Spoke to who said that
	things have been going really well but she does want her and her team to get some additional
	training since she doesn't think they are utilizing it to the best of its abilities. Told her about
	and that we can get her as much training as she would like at
	about giving the speech at her and a few other things. Told her to reach out to
	me whenever they want to get their training scheduled and I will get it taken care of for them.
	Spoke to who I saw in
	last week. Joked with him by asking if he was ready to move forward and he laughed
	and said to reach out in the new year once he gets through a few other projects.
	- Spoke to
	who were walking by and asked them how things are going with JobsEQ lately. He said that
	has really loved utilizing it and that they have both already used it in a presentation.
	loked with that I am glad I didn't give up after and that we were finally able to







### **Texas Economic Development Conference 2019**

	- Spoke to who
	stopped by to say hello. I have seen him at many conferences over the last few years and he
	told me how great things are going with JobsEQ and he is really happy that they moved forward.
	Told him how I have been in consistent contact with
	team ever need anything to reach out at any point.
	- Spoke to who stopped by to introduce
	herself. She said that they are very happy with JobsEQ and have been using it for a while. She
	said that they incorporate JobsEQ into a lot of what they do, and that just raves about us.
	Told her that. The has been great to work with and if they ever need anything to give me a call.
	stopped by to finally put a face with the
•	name and voice. We chatted about
	whenever the time is right. Chatted about the conference and a few other things. Told him if I
	don't hear from him that I will follow up and touch base again in another 30 days cr so.
•	– Spoke with who stopped
	by to see what we do. Gave her the rundown and provided her a mini 5-minute demo. She said
	that she would really need data at the so I told her we have been working on that
	and hopefully will have that by the end of the year. She said that is really what she needs for
	. Told her as soon as we have that I will reach out.
٠	<ul> <li>Spoke to who stopped by to say hello.</li> </ul>
	She said that she is working her way through the
	. Told her that we will be able to
	kick it out past the 90 days for her if she needs to and are happy to assist in any way we can.
	Chatted about some projects she was working on, the conference and her
	she ever needs anything to give me a call. She joked and said she has me/us on speed dial.
٠	- Spoke to who said that things
	have been going really well with JobsEQ, but he does have two new people starting and would
	love to schedule some training for them. I told him how
	of next week but if he shoots me an email with a few dates and times that work I
	would be happy to get that set up for him. Chatted about a few other things and told him   will
	shoot him an email next week if I don't hear from him first.
	<ul> <li>Spoke to who said that he is really excited to get</li> </ul>
	things going with JobsEQ and was thankful to be able to move forward. He said that everyone is
	wanting to get training and know what JobsEQ is capable of so I told him I would be happy to get
	that scheduled if he sends me a few days and times. Told him it would be best to do an hour
	now and then maybe another hour in another month since there is so much to the platform.
	- Spoke to who stopped by to say hello. He said that
	things have been going really well with JobsEQ and he doesn't have any kind of problems or
	questions. We chatted about a that opened in

